

Message Text

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TAGS: ETRD, UNINJC, IN, US

SUBJECT: IACC TRADE DELEGATION - GENERAL WRAP-UP

REF: STATE 287584

1. DELEGATION CONCLUDED HIGHLY SUCCESSFUL TWO WEEK TOUR, ENDING IN CHICAGO ON DEC. 20. SOME MEMBERS WENT ON TO N.Y. OR REMAINED IN MIDWEST FOR BUSINESS APPOINTMENTS. DELEGATION MADE IMPORTANT CONTACTS WHICH COULD LEAD TO INCREASED INDIAN EXPORTS AND THIRD COUNTRY SUBCONTRACTING OPPORTUNITIES AND DID EFFECTIVE JOB OF ACQUAINTING U.S. BUSINESS WITH INDIAN CAPABILITIES. ONE JOINT VENTURE AGREEMENT CONCLUDED (SEE PARA 4(C)). GROUP LEADERSHIP EXPRESSED UNQUALIFIED SATISFACTION WITH COMPREHENSIVE PROGRAM ARRANGEMENTS AND CONSISTENTLY HIGH LEVEL OF LIMITED OFFICIAL USE

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RECEPTION EXPERIENCED THROUGHOUT TOUR. THEY REPEATEDLY

TOLD AUDIENCES OF THEIR PLEASURE WITH LEVEL AND SCOPE OF
USG MEETINGS IN WASHINGTON. DELEGATION MEMBERSHIP,
WHICH WAS STRONGEST IN WASHINGTON, NEW YORK, AND
CALIFORNIA, AVERAGED 13 IN REMAINDER OF TOUR, AND
INCLUDED DEPARTMENT ESCORT OFFICER AND INDIAN EMBASSY
OR CONGEN REPRESENTATIVE THROUGHOUT. DEPT. OF COMMERCE
FIELD OFFICES DID OUTSTANDING JOB IN LOS ANGELES,

HOUSTON, AND ATLANTA, WHERE THEY HAD MAIN ORGANIZATIONAL
RESPONSIBILITY, AND WERE ALSO VERY HELPFUL IN NEW YORK
AND SAN FRANCISCO.

2. DELEGATION HELD PRESS CONFERENCES IN WASHINGTON,
NEW YORK, HOUSTON, AND CHICAGO. PRESS ATTENDANCE WAS
BROADEST IN WASHINGTON (SEE REFTTEL) AND NEW YORK AND
INCLUDED WIRE SERVICES AS WELL AS GENERAL INTEREST,
BUSINESS AND TECHNICAL PRESS. N.Y. TIMES WAS GRANTED
PRIVATE INTERVIEW WITH LEADERSHIP; VOA DID WRAP-UP
TELEPHONE INTERVIEW IN CHICAGO. THERE WERE A MINIMUM
OF POLITICAL QUESTIONS, WHICH LEADERS HANDLED WELL,
CONFINING THEMSELVES TO EFFECT OF EMERGENCY ON BUSINESS
CLIMATE. GENERAL THRUST OF DELEGATION MESSAGE AT
BOTH PRESS AND BUSINESS MEETINGS WAS THAT EMERGENCY HAS
BROUGHT GOVERNMENT, LABOR, AND INDUSTRIAL DISCIPLINE TO
INDIA AND HAS BROUGHT SUBSTANTIAL IMPROVEMENT TO THE
BUSINESS CLIMATE. U.S. BUSINESS AUDIENCES APPEARED
RECEPTIVE TO INDIAN PRESENTATIONS, ALTHOUGH THEY OFTEN
INITIATED FRANK EXCHANGE ON WELL-KNOWN DIFFICULTIES OF
DOING BUSINESS IN INDIA.

3. ANOTHER PROMINENT FEATURE OF TOUR WAS FORMAL MEETINGS
WITH INDIAN COMMUNITIES RESIDENT IN NEW YORK, SAN FRAN-
CISCO, HOUSTON, AND CHICAGO. DELEGATION MESSAGE TO
THEIR COMPATRIOTS INCLUDED REASSURANCE ON FLEXIBILITY
AND LIMITED DURATION OF EMERGENCY WITH EMPHASIS ON THE
IMPROVEMENTS IT HAS BROUGHT TO ECONOMIC AND
COMMERCIAL LIFE IN INDIA AND THE PROMOTION OF GOI
INCENTIVES FOR REPATRIATION OF FOREIGN EXCHANGE BY
INDIANS ABROAD.

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4. HIGHLIGHTS OF POST-WASHINGTON SECTOR OF TOUR FOLLOW:

(A) NEW YORK DEC. 8-9 - LUNCHEON MEETINGS WITH FAR
EAST-AMERICA COUNCIL OF COMMERCE AND INDUSTRY AND
AMERICAN EXPRESS INTERNATIONAL BANKING CORP, ATTENDED
BY SENIOR REPRESENTATIVES OF U.S. FIRMS INTERESTED IN
INDIA. MEETINGS AT WORLD TRADE CENTER AND NEW YORK
CHAMBER OF COMMERCE AND INDUSTRY. RECEPTION HOSTED

BY INDIAN CONSUL GENERAL.

(B) SAN FRANCISCO DEC. 10-11 -BANK OF AMERICA LUNCHEON MEETING AND INDIAN CONSUL RECEPTION. VISITS TO BECHTEL CORPORATION,KAISER ENGINEERING AND ASIA DEVELOPMENT CORP. CENTERING ON PROCUREMENT FROM INDIA AND SUB-CONTRACTING IN THIRD COUNTRIES. JOINT VENTURE SEMINAR AT CHAMBER OF COMMERCE.

(C) LOS ANGELES DEC. 12-14 - MEETINGS AT UNITED CALIFORNIA BANK AND FLUOR ENGINEERS AND CONSTRUCTORS INC. AN INTERESTING SPIN-OFF WAS DEPT.-FACILITATED MEETING BETWEEN DELEGATION CO-LEADER RAUNAQ SINGH AND TRADE WINDS INC., LOS ANGELES-BASED TUNA FISHING CO., WHICH RESULTED IN SIGNING OF LETTER OF UNDERSTANDING CONCERNING DOLS 5 MILLION TUNA FISHING AND CANNING JOINT VENTURE EXPORT PROJECT. SINGH TO PROVIDE DOLS 1 MILLION, WITH FINANCING BY BANK OF AMERICA AND AMERICAN EXPRESS.

(D) HOUSTON DEC. 15-16 - LUNCHEON MEETING HOSTED BY COCA COLA FOODS DIVISION PRESIDENT. MEETINGS AT TEXAS COMMERCE BANK, HOUSTON CHAMBER OF COMMERCE, HUDSON ENGINEERING CORP, BROWN OIL TOOL CO. AND PROCUREMENT DIVISION OF FLUOR ENGINEERS. RECEPTION BY INDIAN CULTURAL CENTER AT UNIVERSITY OF HOUSTON.

(E) ATLANTA DEC. 17 - LUNCHEON MEETING HOSTED BY COCA COLA INTERNATIONAL, MEETING WITH ATLANTA DISTRICT EXPORT COUNCIL CHAIRED BY PRESIDENT OF LUMMUS INDUSTRIES AND INCLUDING 14 SENIOR BUSINESS AND BANKING EXECUTIVES.

(F) CHICAGO DEC. 18-19 - LUNCHEON MEETING HOSTED BY LIMITED OFFICIAL USE

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VICE PRESIDENT FOR IMPORT OF SEARS ROEBUCK AND CO. AT SEARS TOWER AND LUNCHEON HOSTED BY STATE BANK OF INDIA, WHICH IS OPENING ITS CHICAGO BRANCH LATER THIS MONTH. MEETINGS WITH LESTER B. KNIGHT ASSOCIATES (CONSULTING ENGINEERS), CHICAGO ASSOCIATION OF COMMERCE AND INDUSTRY, TRACTOR SUPPLY CO. (INTERESTED IN WIDE RANGE OF IMPORTS FROM INDIA), MONTGOMERY WARD (IMPORT DEVELOPMENT MANAGER) AND AMOCO INTERNATIONAL (A. KIRCHNER, VICE PRESIDENT MARKETING AND MANUFACTURING). CHICAGO PROGRAM, PERHAPS

THE BEST ORGANIZED OF TOUR, WAS ARRANGED BY D.S. AHLUWALIA, ENERGETIC CHICAGO REPRESENTATIVE OF INDIAN ENGINEERING EXPORT PROMOTION COUNCIL. KISSINGER

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